



Facilities, Financing, Furniture, Figures & Equipment

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On the Ground Expert

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- ▶ I am not an expert; I just have experience
- ▶ If you need an expert, call the Office of Charter Schools

The Important Tasks

- ▶ Leadership Matters

Who you hire to lead the school is the most important decision you will make!

When do you hire them? How are you going to pay them?

- ▶ Location

Where will the school be located?

Are the proposed sites approved for a public charter school?

- ▶ Marketing/Student Recruitment

Single biggest impact on budget and cash flow.

Be intentional about serving all scholars.

What is your “Why”?

- ▶ You will not be a great school until you are a great school for every scholar!
- ▶ I don't believe that you will be successful until you create a culture focused on what every scholar needs!



Facilities

- ▶ You have options:

Start out in a church

Upfit existing facility

Modular classrooms

Build new – you need 350 to 400 students to build new

- ▶ Have a contingency plan!

Facilities

► If you build:

Square footage matters

Design for 25 students per classroom

Target 75 sq. feet per scholar

Don't cut down on size of gym

Have place where entire grade levels can gather

Hallway widths and ceiling heights matter

Facility Financing 101

- ▶ Keep lease costs within 15% of total revenue
- ▶ How much can you afford? – Depends on how many students you have enrolled.
- ▶ 400 students x \$8,000 per student = \$3.2M
- ▶ 15% of \$3.2M = \$480,000
- ▶ 5% lease rate: you can afford a \$9.6M facility
- ▶ 9% lease rate: you can afford a \$5.3M facility

How do you pay for the facilities

- ▶ Find developer who will bring a design/build firm and financing options to the table.
- ▶ Important factors:

Lease rate

Developer fee

Buyout options

Budget

- ▶ Will continue to change up until doors open!
- ▶ Budgets matter, but cash flow is king!
- ▶ Learn to say no!
- ▶ How much money do you need to open doors?
Furniture, technology, curriculum and salaries
\$100K - \$150K per 100 students

Final tips

- ▶ Never give up!
- ▶ Delays aren't the end of the world!
- ▶ Ask for help from others that have been through it.
- ▶ Every year, recruit students with the same passion that you did the first year.
- ▶ Over enroll!